

For immediate release



Jyothy Labs Ltd (Formerly known as Jyothy Laboratories Limited)
Q2FY20 Results (Consolidated)

Net Sales at Rs. 474.9 crore, up by 8.7% (Non-HI Growth 10%)

Operating EBIDTA margin at 16.6% (Rs 78.7 cr) v/s 16.3% (Rs 71.1 cr), up by 10.7%

Net profit at Rs. 53.6 crore, up by 16.1%

Q2FY20 v/s Q2FY19

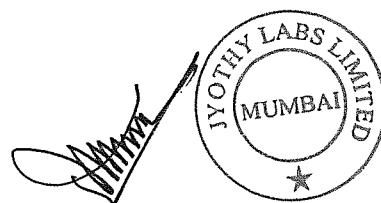
- Net Revenue at Rs. 474.9 crore v/s Rs. 436.9 crore, up by 8.7%
- Operating EBIDTA margin at 16.6% (Rs 78.7 cr) v/s 16.3% (Rs 71.1 cr), up by 10.7%
- Net Profit at Rs. 53.6 crore v/s Rs. 46.2 crore, up by 16.1%
- Basic EPS (not annualized) at Rs. 1.52 v/s Rs. 1.32, up by 16.1%

H1FY20 v/s H1FY19

- Net Revenue at Rs. 897.4 crore v/s Rs. 850.3 crore, up by 5.5%
- Operating EBIDTA margin at 16.1% (Rs 144.2) v/s 15% (Rs 127.7), up by 12.9%
- Net Profit at Rs. 91 crore v/s Rs. 79.6 crore, up by 14.2%
- Basic EPS (not annualized) at Rs. 2.58 v/s Rs. 2.30, up by 14.2%

Mumbai, October 22, 2019: Jyothy Labs Ltd (JLL), a home grown Indian FMCG Company, today reported a Net Revenue of Rs. 474.9 crore for the quarter ended September 30, 2019 up by 8.7% as against Rs. 436.9 crore. During the period, the Net Profit stood at Rs. 53.6 crore as against Rs. 46.2 crore in the corresponding quarter of last year, up by 16.1%. The company reported basic EPS (not annualised) of Rs. 1.52 as against Rs. 1.32 in the corresponding quarter of last year.

The Operating EBIDTA margin for the quarter stood at 16.6% (Rs 78.7 cr) as against 16.3% (Rs 71.1 cr) in Q2FY19 up by 10.7%.



For the six months period, JLL reported Net Revenue of Rs. 897.4 crore, as against Rs. 850.3 crore during the first half of FY19, up by **5.5%**. Net Profit for H1FY20 stood at Rs. 91 crore as compared to Rs. 79.6 crore in the corresponding period of last year, up by **14.2%**. The company reported EPS (not annualized) of Rs. 2.58 as against Rs. 2.30 in the corresponding period last year, up by **14.2%**.

The Operating EBIDTA margin for the six months period ended is at **16.1% (Rs 144.2 cr)** as against **15.0% (Rs 127.7 cr)** in the corresponding period last year, up by **12.9%**

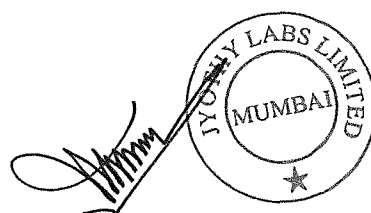
Consolidated Segmental Performance (Q2FY20 v/s Q2FY19)

- **Fabric Care: Includes Fabric Whitener, Fabric Enhancer, Bar Soap, Detergent Powder**
 - Net Revenue for the quarter stood at Rs. 193.7 crore as against Net Revenue of Rs. 171.2 crore of Q2FY19, up by 13.1%. Segment Profit for the period stood at Rs. 41.3 crore against Rs. 33.7 crore of previous year.

- **Dishwashing: Includes Dish Wash Scrubber and Scrubber Steel, Dish Wash Bar, Liquid and Powder**
 - Revenues for the quarter stood at Rs. 155.1 crore as against Net Revenue of Rs. 142.7 crore of Q2FY19, up by 8.6%. Segment Profit for the period stood at Rs. 24 crore as against Rs. 19.2 crore of previous year.

- **Household Insecticides: Includes Mosquito Repellent Coil, Liquid, Card and insect repellents**
 - Revenues for the quarter stood at Rs. 49.2 crore as against Net Revenue Rs. 49.8 crore of Q2FY19, down by 1.3%. Segment loss for the period stood at Rs. 2.9 crore as against Profit of Rs. 5.3 crore of previous year.

- **Personal Care: Includes Body Soap, Face Wash, Toothpaste, Deo Classic, Talcum Powder, After Shave, Moisturizer**
 - Revenues for the quarter stood at Rs. 54.9 crore as against Net Revenue of Rs. 51.3 crore of Q2FY19, up by 6.9%. Segment profit for the period stood at Rs. 17 crore as against Rs. 16.5 crore of previous year.



Commenting on the performance, Mr. M P Ramachandran – Chairman & Managing Director, Jyothy Labs Ltd said, *“The quarter under review witnessed good growth inspite of slow down in the economy. With the normal monsoon, we are hopeful for a good business performance in the coming quarters. We will continue to expand and strengthen our footprint by taking necessary actions. Widening our connect in the rural and urban markets will ensure growth for the company and contribute to the sector.”*

Mr. M P Ramachandran added *“We are dedicated to deliver great value to all our consumers who have entrusted their faith in us. With our continued and sustained efforts we are confident to deliver committed results with every passing quarter.”*

ABOUT JYOTHY LABS:

Jyothy Labs Ltd, a fast moving consumer goods Company was founded in 1983 by Mr. M P Ramachandran. Over the years the company has evolved from a single product proprietary firm into a multi brand, BSE & NSE listed company involved in the manufacturing and marketing of products in Fabric care, Dishwashing, Household Insecticides and Personal care.

The company boasts of 10 brands in its kitty including **Ujala, Maxo, Exo, Henko, Pril, Margo, Neem, Chek, Mr. White and Maya** that are well-known and established brands in their respective categories. The company is also engaged into service sector in organized laundry to provide “World class laundry at affordable price at your doorstep” through its subsidiary ‘Jyothy Fabricare Services Limited’.

For more information, please contact:

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